

ZALAYET, ADLER & SUBA
PRIVATE WEALTH MANAGEMENT GROUP
of Wells Fargo Advisors

Long-Term Growth Strategy

Available to Clients of Zalayet, Adler & Suba Private Wealth Management Group of Wells Fargo Advisors

Everyone has different savings and investing goals, from buying a house and sending children to college to retiring comfortably and growing wealth for heirs and charitable organizations. In many cases, accomplishing any of these goals can require allocating a portion of the investor's portfolio to investments that have the potential to grow over time, rather than simply preserve assets.

To provide clients with access to the tailored, actively managed portfolios seeking growth opportunities that can help them meet their savings goals, Zalayet, Adler & Suba Private Wealth Management Group has developed a Long-Term Growth Strategy.

Portfolio Allocation

The percentage of a client's total portfolio that's allocated to the Long-Term Growth Strategy varies based on his or her unique savings goals. For example, Zalayet, Adler & Suba Private Wealth Management Group's portfolio manager may recommend up to a 30% allocation for investors who are in or nearing retirement, while an 80% allocation may be more appropriate for an investor who's starting a college fund for a new baby.

Regardless of the size of the allocation, we believe funds designated for the Long-Term Growth Strategy should be invested for a minimum of five years. Since market cycles typically last three to five years, this strategy is not appropriate for funds that may be needed in the short-term.

Investment Direction

Within the Long-Term Growth Strategy component of the investor's portfolio, assets are typically invested in stock mutual funds and in bond mutual funds or cash/cash alternatives. These proportions may increase or decrease based on market conditions.

Risk Management

The Long-Term Growth Strategy is structured to manage excess risk in two ways: through careful selection of fund managers and market-driven asset allocation.

• ***Fund Managers***

The Long-Term Growth Strategy invests in actively managed mutual funds, as opposed to index funds. We feel that this objective gives this strategy the potential to respond more effectively in the event of a market downturn.

While past performance does not guarantee future results, the investment professionals who manage the Long-Term Growth Strategy's underlying mutual funds were selected for their history of long-term ability to deliver strong, consistent returns and outperform their benchmarks over time. Zalayet, Adler & Suba Private Wealth Management Group reviews their performance regularly, adding and removing managers as needed to maintain the integrity of the strategy's investment objective.

Investment and Insurance Products are:

- **Not Insured by the FDIC or Any Federal Government Agency**
- **Not a Deposit or Other Obligation of, or Guaranteed by, the Bank or Any Bank Affiliate**
- **Subject to Investment Risks, Including Possible Loss of the Principal Amount Invested**

- **Asset Allocation**

Markets don't always move in sync; when the stock market is performing below expectations, for example, the bond market may be performing above expectations, and vice versa. Bond funds and cash/cash alternative allocations are designed to help serve a valuable role as a risk-reduction component of the Long-Term Growth Strategy, balancing out the higher volatility inherent in stock investments.

Communication:

Wells Fargo Advisors provides you with written progress evaluations on a quarterly basis. These evaluations will include a comparison of your portfolio to an index as well as a review of your asset allocation and historical performance. In addition, you will receive a monthly statement and a 1099 statement at the end of the year. You will have direct access to me should you have any questions or concerns. By maintaining open communication, I believe I may be able to help you avoid reflexive or reactive decisions during downward market cycles.

Next Steps

To learn more about the Long-Term Growth Strategy, please contact Eddie Zalayet, CFP®, Managing Director – Investment Officer. Mr. Zalayet has been with Wells Fargo Advisors since 1997, and is among a select number of professionals who are certified to provide Private Investment Management discretionary portfolio management services to clients.

Eddie Zalayet, CFP®

Managing Director – Investment Officer

PIM Portfolio Manager

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Asset allocation and diversification cannot eliminate the risk of fluctuating prices and uncertain returns nor can they guarantee profit or protect against loss in declining markets.

As each Private Investment Management (PIM®) program account is individually managed, construction and ongoing management of portfolios may vary from those discussed in this Philosophy Statement.

Past performance is not indicative of future results, and there is no assurance that any investment strategy will be successful. All investing involves risk, including the possible loss of principal.

Investing in fixed income securities involves certain risks such as market risk if sold prior to maturity and credit risk especially if investing in high yield bonds, which have lower ratings and are subject to greater volatility. All fixed income investments may be worth less than original cost upon redemption or maturity.

Stocks offer long-term growth potential, but may fluctuate more and provide less current income than other investments. An investment in the stock market should be made with an understanding of the risks associated with common stocks, including market fluctuations.

Mutual funds are subject to risks similar to those of stocks. Investment returns may fluctuate and are subject to market volatility, so that an investor's shares, when redeemed or sold, may be worth more or less than their original cost.

The PIM program is not designed for excessively traded or inactive accounts, and may not be appropriate for all investors. Please carefully review the Wells Fargo Advisors advisory disclosure document for a full description of our services. The minimum account size for this program is \$50,000.

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